

## Message Text

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PAGE 01 JAKART 07509 190502Z

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ACTION EA-07

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UNCLAS JAKARTA 7509

USDOC FOR MAJOR EXPORT PROJECTS DIVISION

E.O. 11652: N/A

TAGS: BEXP, BMED, ID

SUBJ: REQUEST FOR PULP MILL CONSULTANT

1. ONE OF INDONESIA'S LARGEST AND FINANCIALLY STRONGEST BUSINESS GROUPS HAS APPROACHED EMBASSY SEEKING RECOMMENDATIONS FOR CONSULTANT TO ASSIST GROUP IN ITS ANALYSIS OF MAJOR PULP MILL INVESTMENT. GROUP ALREADY HAS SEVERAL TIMBER CONCESSIONS TOTALING ONE MILLION HA. IN KALIMANTAN AND WISHES ESTABLISH PULP MILL USING WASTAGE FROM LOGGING OPERATION ON ONE SUCH 200,000 HECTAR CONCESSION. THEY HAVE TALKED WITH A CANADIAN CONSULTANT BUT WOULD LIKE TO COMPARE CANADIAN FIRM'S CREDENTIALS WITH THOSE OF BEST QUALIFIED U.S. FIRMS.

2. WORK PROGRAM FOR CONSULTANT WOULD CONSIST OF:

A) CONDUCTING INVENTORY OF TIMBER STANDS TO DETERMINE SUITABILITY FOR PULP OPERATION; B) PREPARE FEASIBILITY STUDY FOR PROJECT.

3. EMBASSY OF COURSE HAS DIRECTORIES OF BOTH ENGINEERING CONSULTANTS AND DESIGN CONSTRUCTORS. HOWEVER, THESE DO NOT ADEQUATELY DIFFERENTIATE LEADING FIRMS IN PULP FIELD. ALSO, WE ARE NOT SURE WHETHER DESIGN CONSTRUCTOR OR ENGINEERING CONSULTANT IS MOST APPROPRIATE TO THIS TASK. INDONESIAN GROUP WILLING EXAMINE EITHER TYPE FIRM

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PAGE 02 JAKART 07509 190502Z

BUT WISHES DEAL WITH ONLY FEW LEADING FIRMS-WITH MINIMAL

PUBLICITY.

4. EMBASSY THEREFORE WOULD LIKE USDOC INDUSTRY EXPERT'S OPINION WHETHER ENGINEERING CONSULTANT OR DESIGN CONSTRUCTOR MOST APPROPRIATE. MORE IMPORTANTLY, PLEASE SUPPLY NAMES, ADDRESSES, AND BRIEF PROFILE OF THREE/FOUR LEADING FIRMS IN EACH CATEGORY SPECIALIZING IN PULP.

5. BECAUSE FLUOR AND BECHTEL ALREADY ESTABLISHED HERE AND THEREFORE EASILY ABLE TALK WITH INDONESIAN GROUP, WE HAVE MENTIONED THESE TWO FIRMS AND WILL SET UP MEETING IF EITHER HAS REAL STRENGTH IN PULP. USDOC OPINION WELCOMED RE THIS QUESTION. FINALLY, EMBASSY WOULD LIKE APPRAISAL INDUSTRY STANDING OF JOSEPH E. ATCHISON CONSULTANTS, INC. (NEW YORK CITY) WHO RECENT VISITED EMBASSY AND EXPRESSED CONSIDERABLE INTEREST IN WORKING HERE AS PULP AND PAPER CONSULTANTS.

6. EMBASSY REGARDS THIS INQUIRY AS UNIQUE OPPORTUNITY FOR U.S. GET IN ON GROUND FLOOR OF WHAT COULD EVENTUALLY BECOME ONE OF TWO OR THREE LEADING PULP & PAPER MILLS IN A COUNTRY WITH HUGE TIMBER RESERVES BUT WHICH PRESENTLY STILL IMPORTS 85-0/0 OF ITS PULP REQUIREMENTS. WE THEREFORE REQUEST USDOC PRIORITY ATTENTION THIS OPPORTUNITY.  
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